

Self Evaluation: Roadmap

1. What did you do to step outside of your comfort zone to improve?

Circle Yes (**Y**) or No (**N**) for the following questions about your call:

- | | |
|--------------|--|
| Y / N | 2. Did you start with gaining the attention of the prospect ? |
| Y / N | 3. Did you state your full name and your company name? |
| Y / N | 4. Did you refrain from asking, " How are you? " |
| Y / N | 5. Did you provide WIIFT ? (What's in it for them?) |
| Y / N | 6. Did you state the reason for the call was to set an appointment? |
| Y / N | 7. Did you ask for a date and time to meet before you ended the call? |
| Y / N | 8. When handling negative responses , were you ready with the appropriate acknowledgements? |

9. Based on what was covered in this chapter, what did you do really well regarding the call?

10. What improvements could you make?

11. Additional notes and/or things to keep in mind for future calls:
